

Message Text

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SUBJECT: U.S. FISHERY EXPORTS TO THE FRG

REF: A) BREMEN 558, DECEMBER 9, 1977; B) BREMEN 6,
JANUARY 4, 1978

1. THE NATIONAL MARINE FISHERIES SERVICE (NMFS), NOAA,
COMMERCE AND THE DEPARTMENT THANK CONGEN FOR ITS EFFORTS
TO INCREASE U.S. EXPORTS OF FISHERY PRODUCTS TO THE FRG.

2. NMFS REGIONAL OFFICE IN GLOUCESTER, MASSACHUSETTS
WAS SENT A COPY OF REFTTEL A AND ITS STAFF DISCUSSED
THESE OPPORTUNITIES WITH A NUMBER OF NEW ENGLAND FIRMS
INTERESTED IN EXPORTS TO EUROPE. BASED ON THESE CONTACTS,
THE FIRMS WHICH SHOW THE GREATEST PROMISE OF ENTERING
INTO LONG-TERM CONTRACTS WITH WEST GERMAN IMPORTERS ARE:

1) EMPIRE FISH CO., INC., 11-13 HARBOR LOOP, GLOUCESTER,
MASS. 01930, 2) MASSACHUSETTS COASTAL SEAFOODS, INC.,
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P.O. BOX 77, MAGNOLIA, MASS. 01930, 3) TICHON FISH AND
FILLET CORP., 7 CONWAY STREET, NEW BEDFORD, MASS.
02742, 4) GOLDEN EYE SEAFOODS, P.O. BOX 231, FAIRHAVEN,
MASS. 02719, 5) ACUSHNET FISH CO., 5 WASHINGTON STREET,
FAIRHAVEN, MASS. 02719, AND 6) CHANNEL FISH CO., 31 FISH
PIER, BOSTON, MASS. 02210.

3. NMFS UNDERSTANDS THAT MOST OF THE ABOVE FIRMS HAVE SOME EXPERIENCE IN FISHERIES TRADE. IN ADDITION, REPRESENTATIVES OF EMPIRE FISH CO. AND CHANNEL FISH CO., HAVE EXPRESSED AN INTEREST IN TRAVELLING TO THE FRG TO BEGIN TALKS WITH GERMAN BUYERS. ALL OF THE FIRMS HAVE BEEN ASKED TO WRITE TO CONGEN TO EXPLORE THIS OPPORTUNITY.

4. SHOULD CONGEN OR FRG IMPORTERS WISH TO CONTACT THE ABOVE FIRMS THEY MAY WRITE THEM DIRECTLY OR GET IN TOUCH WITH NMFS MARKETING SPECIALIST IN GLOUCESTER PAUL M. EARL, FISHERIES DEVELOPMENT SERVICES BRANCH, NMFS, NOAA, COMMERCE, P.O. BOX 1109, GLOUCESTER, MASS. 01930. THE INTERNATIONAL FISHERIES ANALYSIS BRANCH (WASHINGTON) AND MR. EARL ARE INTERESTED IN FINDING OUT WHICH FIRMS RESPOND TO THIS OPPORTUNITY AND WOULD APPRECIATE CONTINUED ALERT REPORTING ON THIS MATTER.

5. MR. EARL HAS POINTED OUT THAT, IN VIEW OF THE CURRENT RESTRICTIONS ON HARVESTING COD AND HADDOCK IN THE U.S. 200-MILE ZONE, IT IS UNLIKELY THAT SUBSTANTIAL QUANTITIES OF THESE TWO SPECIES WILL BE AVAILABLE FOR EXPORT IN THE NEAR FUTURE. THIS FACT SHOULD PROBABLY BE BROUGHT TO THE ATTENTION OF THE INTERESTED GERMAN FIRMS AT THE OUTSET TO AVOID DISAPPOINTMENT LATER ON.

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6. WITH REGARD TO THE FRG INTEREST IN IMPORTING LOBSTERS, AS MENTIONED IN REFTEL B, PARA 2, NMFS WILL DISTRIBUTE THAT INFORMATION AS A FOREIGN TRADE OPPORTUNITY RELEASE AND WILL PROVIDE CONGEN WITH A LIST OF INTERESTED FIRMS.
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